

## January 2023 Skylark Group Monthly IR Report (Flash Figures)

These are preliminary figures for the most recent month.  
Finalized figures will be disclosed in the next month's report.

Feb 2, 2023  
Skylark Holdings Co., Ltd.  
(Code 3197, TSE Prime)

### **FY2023 vs FY2022**

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	119.6%												119.6%
Same Store	Sales	121.7%												121.7%
	Traffic	110.0%												110.0%
	ATP	110.6%												110.6%
Store Development	New Store Openings	3												3
	Remodels	8												8
	Brand Conversions	1												1
# of Stores	Gusto	1,290												1,290
	Bamiyan	355												355
	Syabu-Yo	274												274
	Jonathan's	198												198
	Yumean	171												171
	Steak Gusto	90												90
	Overseas	72												72
	Other	536												536
	Total	2,986												2,986

\*Total number of stores excludes 8 stores that are temporarily closed for store renovations

### **FY2023 vs2019**

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	92.2%												92.2%

## **Highlights**

### **■ Sales Overview**

Same Store Sales (vs2022): 121.7%, Same Store Sales (vs2019): 92.2%

- Sales during year-end and new year's trended better than expected with a return of family customers.
- Sales after new year's were also good. No drastic loss of GC seen from the price hike; most consumers seem to have accepted our price hike.

### **- In Detail**

- By daypart: Lunch and tea time are relatively strong.
- By region: GC in Hokkaido, Kanto and Kansai areas are seeing a good recovery.

### **■ Menu & Promotion**

- Gusto: A new fair menu started on the 19th. Customer favorites include "chanko" hotpot menu directed by a sumo stable, hamburg stewed in a special miso sauce, and strawberry and cacao truffle desserts with options to add-on chocolate truffles.
- Syabu-yo: A new broth of "Ishikari" hotpot soup started, which allows customers to enjoy a Hokkaido local cuisine at a nearby Syabu-yo. An all-you-can-eat seafood course also began.
- Promotion: "New Year's Gift" coupon campaign conducted across 6 brands. Coupons had high redemption rates and contributed to increase in GC.

### **■ Store Development**

- In January, we remodeled 8 stores. Remodel impact for the 8 stores remodeled in January was +8.6%.

### **■ Others**

- Opened a new brand, "Hachiro Soba," which offers good daily food, close to Kuki Shiraoka highway junction in Saitama prefecture on the 18th. Set menu of braised meat rice bowl & soba noodles, as well as alcohol menus, are selling well.

## Monthly Highlights



### FY2022 vs FY2021

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	115.1%	92.3%	98.4%	109.9%	121.3%	125.2%	117.0%	124.9%	130.1%	118.3%	106.3%	101.0%	112.7%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.1%	118.0%	126.1%	131.4%	119.4%	107.6%	102.1%	113.7%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%	120.1%	110.3%	98.9%	91.5%	108.5%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%	109.5%	108.3%	108.8%	111.6%	104.8%
New Store Openings		4	1	1	0	1	0	0	1	0	1	0	2	11
Store Renovations		22	16	14	26	31	21	24	14	20	20	16	24	248
Brand Conversions		3	3	2	5	0	0	2	0	0	0	0	2	17
# of Stores		3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080	3,069	3,058	3,054	3,056	3,056

### FY2022 vs FY2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	75.5%	65.7%	71.0%	77.4%	81.7%	81.8%	88.1%	77.6%	82.2%	98.6%	87.2%	91.7%	81.3%

#### Note

- The data is consolidated domestic sales at restaurant level and does not include overseas sales.
- Total sales and Customer traffic are calculated on a monthly sales basis
- Same store (vs LY) is defined as a store which has been open for 13 months or longer (includes stores which have undergone brand conversions)  
Customer traffic includes traffic from the delivery and take-out businesses calculated in the below manner\*  
\*Customer traffic from delivery = Delivery sales / ATP for Eat-in  
\*Customer traffic from take-out = Take-out sales / ATP for Eat-in
- YoY ATP only includes ATP from Eat-In
- Same store (vs 2019) is defined as a store which has been open for 25 months or longer (includes stores which have undergone brand conversions)
- From February 2022, percentages are shown from a 100% base

**Contact:**  
Skylark Holdings IR team  
IR\_group@skylark.co.jp